

DOMORE®



CALIFORNIA RECYCLER SAVES CUSTOMERS SOME GREEN

PAGE 10

**EXCAVATOR RETAINS
COMPLEX WALL
BUSINESS FOR
CONSTRUCTION
COMPANY** **PAGE 6**



NEW **GUARDING
PACKAGE PROTECTS
WHEEL LOADERS
IN HARSH
CONDITIONS** **PAGE 11**



CONTENTS

3 GOLD STANDARD

Fleet of orange moves mountains of "black gold" for Florida organic compost manufacturer

6 HARD WORK PAYS OFF

DX140LCR-5 provides versatility for construction business started with a pickup and borrowed wheelbarrow

7 READY FOR PRODUCTION

Doosan wheel loaders turn concrete plant into model of efficiency for clean-energy project

8 TEST OF METTLE

Cost-conscious metal-broker processing firm relies on Doosan excavators in tough times

10 ABOVE THE LAW

Zero-waste company surpasses state's environmental benchmarks while saving customers money



DoMORE®

www.DoosanEquipment.com
WINTER 2017 | VOL. 7, No.1

DoMORE® magazine is distributed by your local Doosan dealer as a complimentary publication throughout the United States and Canada. It is published twice a year by Doosan. Produced for Doosan by Two Rivers Marketing. Editorial correspondence should be directed to:

DoMORE Magazine
106 E. 6th St.
Des Moines, IA 50309-1951

Email: DoMORE@doosan.com

Doosan and the Doosan logo are registered trademarks of Doosan Corp. in the United States and various other countries around the world.

©2016 Doosan Infracore Construction Equipment America. All rights reserved.



ABOUT THE COVER

SCOR Industries recycles more than 90 percent of construction debris from jobsites — far above California's environmental standards — with Doosan wheel loaders.

Visit www.DoosanEquipment.com to find the latest product specifications for Doosan equipment.

DOOSAN WEB GUIDE

More information about Doosan products is just a click away.



SPECIAL OFFERS

www.DoosanEquipment.com/offers



REQUEST A BROCHURE

www.DoosanEquipment.com/brochure



SOCIAL MEDIA



www.youtube.com/doosanconstruction



www.facebook.com/doosanequipment



READ PAST ISSUES OF DoMORE MAGAZINE

www.DoosanEquipment.com/DoMORE



REQUEST A DEMO

www.DoosanEquipment.com/demo



To subscribe or update your subscription, go to
www.DoosanEquipment.com/DMupdate

DOOSAN



“BLACK GOLD” AND DOOSAN ORANGE STAND OUT FOR FLORIDA COMPANY

COMPANY INFO

Business: MW Horticulture Recycling
In business since: 2013

Location: Fort Myers, Florida

Doosan machines: DX225LC-3 (three)
and DX300LC-5 crawler excavators;
attachments include buckets and
hydraulic clamps

Doosan dealer: Bobcat of Fort Myers

While composting material is not scarce, how often do you hear it referred to as “black gold”? That is what Mark and Denise Houghtaling call the premium compost their company produces at two facilities in southwest Florida.

The Houghtaling’s company — MW Horticulture Recycling — has been elevated to an elite class of commercial compost manufacturers by the

prestigious U.S. Composting Council because the Houghtalings invest the time, effort and money to produce and test a safe and beneficial product.

While not all compost is alike, the same can be said about heavy equipment, according to Mark, who believes Doosan equipment is the best.

continued on page 4

He has operated almost every piece of equipment that is available and rates the company's four Doosan crawler excavators a step up from all the rest in power, reach, efficiency and bottom-line economics.

The excavators typically work more than nine hours a day, five days a week and six hours on Saturdays. The fast, agile units spend most of the time loading the grinding and screening equipment at the firm's locations in South and North Fort Myers. The excavators also fill trucks hauling material out and occasionally separate the material as it is dropped off.


With best-in-the-business equipment and superior dealer support, along with a combination of science and a streamlined manufacturing process, the company has become a leader in producing premium compost, selling to some of the nation's major green-industry enterprises.

Discovering an opportunity

When the Houghtalings discovered an abandoned site on Thomas Road in South Fort Myers in 2013, all they saw was a lot with 400,000 yards of unprocessed green waste piled up. The company that previously operated the 11-acre mulch facility was gone and so was all of the equipment. Almost immediately after inspecting the location, Mark labeled the organic waste "black gold." The material, he reasoned, could be turned into compost, mulch and other products.

"When we took over, much of the waste material had been here for some time and was already starting to break down," Mark says.

"As a result, we were able to start making good compost within about 60 days."



“These are very solid, strong and dependable machines. Superior fuel efficiency and operator comfort make the excavators a very good fit for our needs. They fit our budget perfectly, especially with all they can do.”

— DENISE HOUGHTALING / MW Horticulture Recycling

During the first year in business, the company's composting efforts were based on trial and error to get the science right. The Houghtalings talked with a lot of people in the business, including University of Florida experts and the local extension service, and attended classes.

"Initially, we were not sure how good our product was," Mark says. "After the University of Florida called it outstanding, we knew we were on to something. Others had the same reaction."

Busy sites

There is plenty of activity on a typical day at the MW Horticulture Recycling facilities. Regular customers — landscapers, tree firms, lawn service, site work and land-clearing companies — deliver their green material. It is dumped at a single location and is quickly sorted by machines. Green waste and palm trees are ground up to begin the composting process.

At that point, Mark begins to work his magic on the 300,000 to 400,000 cubic yards of material on hand at any one time between the two sites. During the six to eight months (much longer than many others in the industry) it takes to make a premium compost, he follows very strict guidelines for checking the piles, turning, watering, getting air to them, heating, cooling, and combining old and new material.



Denise and Mark Houghtaling, owners of MW Horticulture Recycling



The goal is to maintain a temperature between 110 degrees F and 165 degrees F during the entire manufacturing process. Maps and daily logs help him keep a close watch on the compost.

"Mark has the science of producing premium compost down," Denise says. "We go through the process the right way, taking the time to ensure quality. That's why our nutrient values are off the charts."

While the Houghtalings have a successful formula for producing premium compost, they also rely on best-in-class equipment such as their Doosan excavators to help achieve their goals efficiently and economically.

"Bobcat of Fort Myers, our local dealer, understands that we are similar to a manufacturing plant — if one piece of the puzzle goes down, everything stops," Denise says. "The reliability of the excavators is outstanding and the support we receive is invaluable. When we find a dealer and manufacturer that we like, we stick with them. Our Doosan machines are doing an excellent job for us."

Initially, the Houghtalings were a little hesitant about Doosan equipment because they had not heard much about the company. That quickly changed once they demoed a DX225LC-3. "We tried it for two or three hours and then asked 'where do we sign?'" Denise says. "We have never looked back."

The three user-friendly DX225LC-3 excavators have given the Houghtalings years of solid performance.



See Doosan excavators in action

Visit www.DoosanEquipment.com/MW to watch a video of Doosan excavators working at MW Horticulture Recycling in Southwest Florida.

More recently, MW Horticulture added a DX300LC-5 with bucket and hydraulic clamp. This robust machine has the power to handle bigger loads of waste material, compost and mulch at the facility.

"These are very solid, strong and dependable machines," Denise says. "Superior fuel efficiency and operator comfort make the excavators a very good fit for our needs. They fit our budget perfectly, especially with all they can do." **DM**

Tell us what you like best about Doosan crawler excavators. Email us at **DoMORE@doosan.com**, and you could be featured in an upcoming edition.

THE RIGHT EQUIPMENT + DEDICATED EMPLOYEES = ONE UNSTOPPABLE BUSINESS



COMPANY INFO

Business: Linhart Construction

In business since: 1987

Location: Omaha, Nebraska

Doosan machine: DX140LCR-5 crawler excavator

Doosan dealer: Bobcat of Omaha

When the U.S. stock market plunged a shocking 508 points on October 19, 1987, many business owners feared that the construction market would be largely impacted. It was, after all, the biggest one-day drop in the market. However, one aspiring entrepreneur who was not the least bit worried was Jim Linhart.

Linhart was so confident that he started Linhart Construction, an Omaha, Nebraska-based commercial and residential retaining wall business, using only a 1967 pickup, a skid-steer loader and a borrowed wheelbarrow.

"I had worked for my father for several years before starting my business, so I knew what hard work was like," Linhart says. "For the first five years, I worked 12-hour days, seven days a week, primarily building concrete and brick patios with the help of a couple full-time employees. Starting my own construction business was difficult and demanding, but it was one of the best things I could have done."

Today, Linhart owns approximately 100 pieces of construction equipment, including a Doosan DX140LCR-5 crawler excavator. The excavator helps install complex retaining wall systems for large-scale commercial, roadway and residential projects.

When Linhart was looking to buy a new piece of equipment to help complete retaining wall projects, he decided to give the unfamiliar Doosan brand a try. "I've had a great relationship with my sales specialist, Dave Goodsell at Bobcat of Omaha," he says.

After Linhart demoed a DX140LCR-5 excavator, equipped with optional two-way auxiliary hydraulics, quick coupler and a hydraulic clamp, he knew the machine would be his next equipment purchase. The excavator has just 9 inches of tail-swing overhang, making it an ideal machine when working on congested jobsites without sacrificing performance.

"I needed a machine that had a greater lifting capacity and shorter tail swing than other competitive models, giving my operators the ability to work in more confined spaces without sacrificing performance," he says. "During the demo, I quickly realized the DX140LCR-5 would be versatile enough to install retaining walls on a variety of jobsites."



Jim Linhart, owner of Linhart Construction

The DX140LCR-5 has played an important role in the retaining wall installation process by excavating the soil around various structures, including concrete, asphalt, wood, gravel and established lawns.

With a lift height of approximately 15 feet and a lift capacity of up to 10,000 pounds, Linhart's crew can easily place concrete blocks using the excavator bucket's lift eye. In addition to lifting, Linhart makes the most of a two-way dozer blade on the DX140LCR-5 to simplify backfilling and enhance the machine's stability.

"The dozer blade complements the bucket, allowing the excavator to easily fill, smooth and level trenches more efficiently," Linhart says. "The smooth cutting edge on the bucket allows my operators to clean right up to the edge of the dozer blade, reducing the need for further cleanup and maximizing their time."

Plus, the excavator's robust design allowed Linhart's crew to moderately grade the site, reducing the need for other equipment on the jobsite. **DM**



WHETHER PERMANENT OR PORTABLE, READY-MIX CONCRETE PLANTS DELIVER RESULTS FOR SOUTH TEXAS FIRM

COMPANY INFO

Business: J-III Concrete

In business since: 1994

Location: Weslaco, Texas

Doosan machines: DL250-3 wheel loaders (four) with buckets

Doosan dealer: H & V Equipment

While price and service are important to the success of any ready-mix concrete business, plant location is the link that brings those two components together to forge a winning

combination. A production plant that is close to the end-users allows the business to offer competitive pricing and deliver superior service.

A.C. Cuellar III sets up locations throughout the Rio Grande Valley of Texas for J-III Concrete. With the main plant and office located in Weslaco, Texas, the company has a well-covered territory with four other sites. The firm added other plants where opportunities were identified; however, finding the right location was not always easy.

"We obviously looked for areas where there would be a demand for our products," Cuellar says. "Other important parts of the equation include zoning regulations, finding the right amount of space and the ease in which you can get trucks in and out of the plant. If all those factors are right, you have to be willing to invest \$1.5 million or so for the property, facilities and trucks."

Among the best investments, according to Cuellar, are four Doosan DL250-3 wheel loaders.

"These machines replaced some brands that are more well known," Cuellar says. "Once I compared them to what Doosan was offering, it was obvious we had been paying for value that was not there."

The Doosan wheel loaders are more than capable of handling the work. They help us provide the service that our customers expect from us."

One of those customers is the San Roman Wind Farm, an enterprise that is expected to generate enough clean energy to power 30,000 homes in the Rio Grande Valley. Cuellar's company was hired to supply concrete for 31 wind turbines that were constructed on private land in Cameron County. Each turbine has a rotor diameter of 410 feet and is mounted on a 287-foot steel tower.

Initially, Cuellar believed he could provide high-volume service to this project from one of his plants located about 17 miles from the jobsite. That would have required dedicating a large portion of his truck fleet to the job.

After evaluating the impact on their regular customers, the company decided to purchase a portable concrete plant and move it onsite. So instead of using 28 trucks to transport concrete from the plant, only 10 trucks were needed. That substantial reduction in expenses, along with having a DL250-3 wheel loader and only four employees at the location of the portable plant, turned the entire project into a model of efficiency.

J-III Concrete relied on a DL250-3 wheel loader to move the raw materials — sand and gravel — into uniform piles to save space and to load the plant's bins. That's what the machine did for eight to 15 hours a day, six days a week. **DM**



A.C. Cuellar III, owner of J-III Concrete

SCRAP METAL RECYCLER WORKS HARD TO SUCCEED IN DOWN MARKET

COMPANY INFO

Business: Philadelphia Metal and Resource Recovery Inc.

In business since: 2011

Location: Philadelphia, Pennsylvania

Doosan machines: Two DX300LC-3 crawler excavators; one DX210W wheel excavator

Doosan dealer: Best Line Equipment

When David Feinberg, a veteran in the scrap metal industry, formed a partnership in 2011 with Eric Bell, an industry newcomer, the outlook for their new venture looked solid.

The young company — Philadelphia Metal and Resource Recovery — had an excellent location near Interstate 95, in an industrial section of Philadelphia. Feinberg previously operated a similar business at the same 4-acre site and was well known among a large group of buyers and sellers. The market for ferrous and non-ferrous metals was strong. To get the enterprise off to a good start, the owners purchased a new Doosan crawler excavator that proved to be a hard-working, durable machine.

Everything pointed to the company becoming a serious player in the scrap metal and recycling business in southeastern Pennsylvania, southern New Jersey and Delaware. That is exactly

what happened. Five years later, Philadelphia Metal is one of the area's premier metal-broker processing firms — in spite of how the market has evolved and how metal prices tumbled.

During the time the company has been in business, prices for all commodities have dropped, some as much as 75 percent, according to Feinberg. Philadelphia Metal, like other firms in the industry, has reduced operating hours and staff.

"So far, that is all we have been forced to do," Feinberg says. "Hopefully, better times are ahead."

Philadelphia Metal is a full-service enterprise that purchases, processes, packages, brokers and sells all grades of metal. Some ferrous materials are sold to steel mills, others to exporters. Non-ferrous materials are sold to either larger brokers or directly to consumers.

The company is a big believer in intelligent resource management and reusing metals, as a way to protect the planet's natural resources, divert metals from sanitary landfills and help customers' recycling efforts.

"Our industrial clients like the fact that we aid in managing their scrap in a way that they can realize some profit," Feinberg says.

"We are always looking for any reusable materials that can be sold."



ISRI: Organization "helpful" to scrap metal recycling members

Even though David Feinberg has been involved in the scrap metal and recycling business for more than two decades, he is always eager to keep up-to-date about the industry. One of the best sources of information, he says, is the Institute of Scrap Recycling Industries (ISRI), a Washington D.C.-based trade association.

"It is a great organization," says the co-owner of Philadelphia Metal and Resource Recovery. "Over the years, they have been helpful and, as a member, I have benefited from their good educational programs and publications. They provide top-notch representation in Washington and their trade shows are outstanding. Overall, it is very worthwhile to be a member."

The ISRI membership consists of manufacturers and processors, brokers and industrial consumers of scrap commodities, including ferrous and non-ferrous metals, paper, electronics, rubber, plastics, glass and textiles. Associate members include equipment and service providers to the scrap recycling industry.

DOOSAN EQUIPMENT



The association represents more than 1,600 for-profit firms — ranging from small, family-owned businesses to large, multi-national corporations — operating at more than 1,500 facilities in the United States and 34 countries worldwide.

For more information about ISRI, visit the organization's website: www.isri.org.

Excavator choices

Several months before starting the new company, the partners decided a new crawler excavator was necessary to execute their strategic plan that focused on service. They wanted to get customers in and out efficiently; sort and process materials fast and move them out quickly.

“While evaluating several different machines, I learned that some others in our business had good success with the Doosan brand,” Feinberg says. “I knew from previous experience that the local dealer had a good reputation. Eventually we focused our research on Doosan crawler excavators, specifically the DX300LC-3. It was very price-competitive and, from everything we could tell, it was comparable in quality to other leading similar-size products.”

For Feinberg and Bell, the excavator had to excel in durability and cost of operation. The DX300LC-3 was the perfect fit, and so was the second DX300LC-3 they purchased a year later. The company also owns a Doosan DX210W wheel excavator that is located at a satellite operation.

“We need machines that can survive — and thrive — in a dirty, rugged environment,” Feinberg says. “Those two DX300LC-3s have been dependable workhorses. They load trailers, process and separate scrap throughout the day. That’s all they do and they do it well.”

Cost-of-operation items — such as fuel efficiency, maintenance and parts expenses, and downtime — are

critical factors that help the owners of Philadelphia Metal evaluate the value of their equipment.

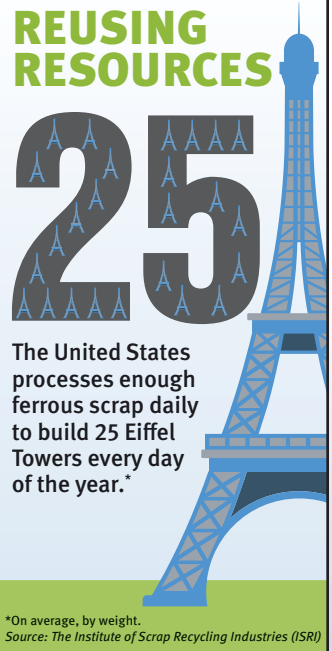
“The Doosan excavators have lived up to our expectations,” Feinberg says. The DX300LC-3 has easy access to key checkpoints, cooling system and other critical components, which according to Feinberg, makes daily preventive maintenance easy. Both are paired with a grapple attachment to lift and sort material delivered to the facility, and they are outfitted with special guarding on the front and top of the cab for additional protection.

All of the equipment was purchased through Doosan financing programs, a process Feinberg says was “very easy to work with.”

The DX300LC-3 crawler excavator stands out in a lineup of 28- to 33-metric-ton machines. The unit has the power to handle substantial loads of scrap metal, an important factor at the Philadelphia Metal facility.

“We try to focus our efforts on providing a good customer experience,” Feinberg says. “That means competitive pricing, easy access to our yard and no waiting for traffic or equipment. Our two Doosan excavators keep moving materials around our location so space is always available for the next load coming through the gate.” **DM**

Visit www.DoosanEquipment.com and click on the Wheel Loader link on the Products tab to learn more about Doosan wheel loaders.





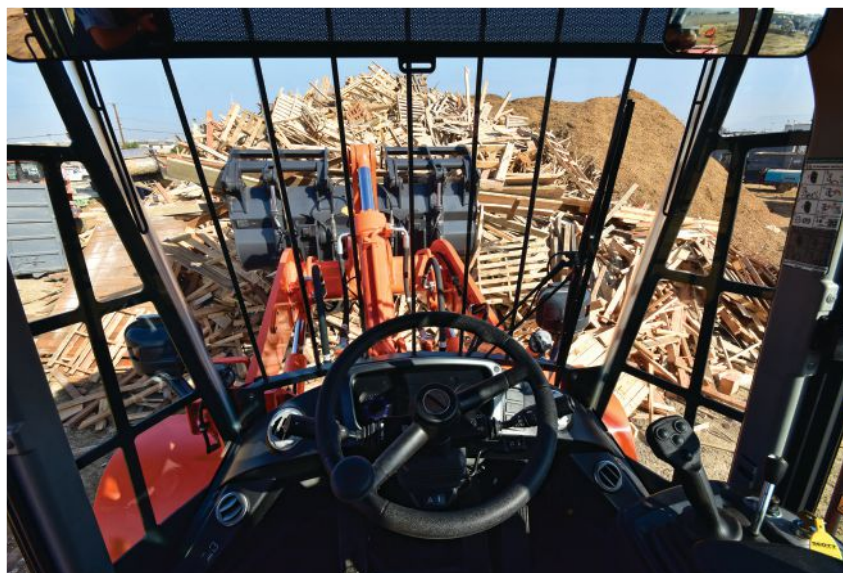
CONTRACTOR DEDICATES CHALLENGES

COMPANY INFO

Business: SCOR Industries
In business since: 1970
Location: Bloomington, California
Doosan machines: DL250-5 and
 DL420-5 wheel loaders
Doosan dealer: Scott Equipment



Doosan dealer: Scott Equipment



type of materials will come out of the job. That information enables SCOR Industries to provide accurate information on how much concrete, wood and other materials will turn into waste. This documentation allows the contractor to get a building permit quickly.

At the jobsite

Once the contractor begins generating waste material, the SCOR Industries team is on site providing debris containment to keep the project in compliance. Using Bobcat® skid-steer loaders, attachments and large roll-off containers, the well-trained staff separates materials quickly and dispatches full loads to the company's 7-acre facility in Bloomington. If there is not sufficient space on the jobsite to separate the material, it is brought back to the SCOR Industries lot to be prepared for recycling.

At the recycling facility

Each load of debris, accompanied by a work order for the project, passes over the firm's sophisticated scale system in order to keep an accurate record of each client's job.

Once the roll-off containers are dumped, a pair of Doosan wheel loaders with buckets efficiently handle the waste material, including loading wood into grinders for making nursery products and putting metal into shredders. Concrete is crushed and sold as a base; gypsum goes to Bakersfield, California, to be used as a soil component; and plastic is shipped overseas where 100 percent of it is recycled.

To successfully execute its resource recovery program as business increased the past

couple of years, SCOR Industries needed wheel loaders capable of handling large volumes of material. Scott Equipment, a supplier of equipment to the Sandoval family for more than two decades, suggested they take a look at the Doosan brand.

The first purchase was a DL420-5 wheel loader. More recently the company purchased a DL250-5 wheel loader. Both Doosan wheel loaders, according to Sandoval, are operator favorites that offer superior comfort, reliability, simple maintenance and fuel efficiency.

"With trucks arriving and departing throughout the day, these two machines move massive amounts of material," he says. "They handle a lot at a time. The technology behind the wheel loaders is very useful because of the volume we pick up and transport. These machines are the big boys in the yard."

High recycling rates

This is exactly the type of equipment SCOR Industries needs to meet the requirements of the California mandatory commercial recycling law. Contractors who generate four cubic yards of waste per week must recycle. The goal of the state is 75 percent recycling, composting or source reduction of solid waste by 2020, and to reduce greenhouse gas emissions. To reach that number, an additional 23 million tons will need to be recycled, reduced or composted in less than four years.

"For our clients, we track waste material from start to finish," Sandoval says.



Special kit adds uptime protection

Protect your wheel loader while working in harsh conditions with a new wheel loader guarding package. The package is currently available for select models and provides additional guarding to protect critical wheel loader components and improve machine uptime.

The kit includes:

- Windshield guards
- Headlight and taillight guards
- Air intake protection filter / screen
- Belly pan guards
- Articulation area guards
- Axle seal guards
- Heavy-duty front frame cover plate

Contact your local Doosan dealer to learn more about the wheel loader guarding package and the enhanced wheel loader guards.

"While the goal of the state is to have 75 percent of the debris recycled, we have been able to achieve more than 90 percent recycled."

California contractors are not only required to properly dispose of their waste — they must also provide documentation. That is why the services of SCOR Industries are so valuable.

"Our clients really like the way we handle the process for them," Sandoval says. "They also like the timely service we give them. We help keep jobs on schedule. Coming from a construction background, we understand schedules and how to make them work for our customers." **DM**

Visit www.DoosanEquipment.com and click on the Wheel Loader link on the Products tab to learn more about Doosan wheel loaders.

4 STRONG OFFERS.

1 THAT'S RIGHT FOR YOU.



TAKE THE CASH **OR**
LOWER YOUR PAYMENT.
PLUS Get the strongest warranty.

OFFER 1
IN LIEU OF FINANCING,
REBATES UP TO

\$15,000*



3 | 5000
YEAR HOUR

POWERTRAIN + HYDRAULICS
FACTORY WARRANTY*

OR

OFFER 2
IN LIEU OF FINANCING,
REBATES UP TO

\$10,000*



5 | 7500
YEAR HOUR

POWERTRAIN + HYDRAULICS
FACTORY WARRANTY*

OFFER 3
FINANCING AS LOW AS

1.9% FOR UP TO
APR 60 MONTHS*



5 | 7500
YEAR HOUR

POWERTRAIN + HYDRAULICS
FACTORY WARRANTY*

OR

OFFER 4
FINANCING AS LOW AS

0% FOR UP TO
APR 60 MONTHS*



3 | 5000
YEAR HOUR

POWERTRAIN + HYDRAULICS
FACTORY WARRANTY*

*Limited-time offer. Available at participating and eligible dealers only. Offers may vary by product type, series, model and select units in dealer inventory. Offers available on new equipment in US and Canada only. Some restrictions apply. Length of contract may vary. See dealer for details. Prior purchases not eligible. Financing provided on approval of credit by authorized Doosan Infracore Construction Equipment America finance providers to well qualified buyers. Administrative fees may apply. Finance offers not available to government accounts, national accounts and municipal/utility bid customers. Warranty offer not available to national accounts. Doosan Infracore Construction Equipment America reserves the right to extend or discontinue any of these programs at any time without prior notice. Doosan and the Doosan logo are trademarks of Doosan Corp.

DOOSAN